

Message Text

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ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 FAA-00 DOTE-00 /030 W
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P 161330Z FEB 76

FM AMEMBASSY SANA

TO SECSTATE WASHDC PRIORITY 7373

AMEMBASSY LONDON PRIORITY

UNCLAS SANA 0531

E.O. 11652: N/A

TAGS: EAIR, YE

SUBJECT: WORLD PROPOSALS FOR YEMEN AIR

REF: A) STATE 033831 (NOTAL) B) STATE 037013 (NOTAL)

NEA/ARP PLEASE PASS TO WORLD AIRWAYS V-P BERBOTH IN OAKLAND
LONDON PLEASE PASS WORLD AIRWAYS V-P HUGHES

SUMMARY. WORLD MAY BE IN BUSINESS IN YEMEN.

1. UPON RECEIPT REFTELS WHICH BOTH CAME AT SAME TIME
ON SUNDAY FEB 16 AFTER WEEKEND AND WASHINGTON BIRTHDAY
HOLIDAY, CHARGE CONTACTED FORMIN ASNAG. GOT HIM ONE
HALF HOUR BEFORE MEETING WHICH JAGHMAN WAS HOLDING TO
DECIDE WHAT YEMEN AIRCRAFT CORPORATION (YAC) WAS
GOING TO DO, FINALLY, TO REPLACE AIR BRITANNIA WETLEASE.
AT SUGGESTION OF JAGHMAN, TOLD ASNAG ONLY ABOUT WORLD
WILLINGNESS TO CONSIDER SOME FURTHER PRICE ADJUSTMENTS
IF YAC REALLY REPT REALLY WANTED TO DO BUSINESS. ASNAG
WAS PERFUNCTORY BUT SAID HE WELCOMED NEWS. HE IMMEDIATELY
SENT YAC REP TO GET COPIES OF CABLES.

2. YAGHMAN THOUGHT-- AND I AGREED-- THAT WE WOULD LET SOMEONE
ELSE RAISE PROSPECT THAT BRITANNIA MIGHT EXTEND. OUR EFFORT
SHOULD BE TO PUSH YAC TOWARD LONG TERM RELATIONSHIP
WITH WORLD, NOT TO INTRODUCE COMPETITIVE ALTERNATIVES
FOR SHORT RANGE. TODAY, FEB 16, JAGHMAN TOLD ME
BRITANNIA MATTER DID NOT RPT NOT COME UP AT
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TWO HOUR MEETING ON AIRLINES.

3. JAGHMAN ALSO SAID THAT HE BELIEVES, ON BASIS OF YESTERDAY'S TALKS, THAT THERE ARE NO RPT NO COMPETITORS FOR WETLEASE. ASNAG HAS DIRECTED YAC TO SIGN WITH WORLD BUT SEEKS SOME BREAK IN PRICE, ACCORDING TO JAGHMAN.

4. YAC CHAIRMAN SHAYF MUHAMMAD SAID INITIALLY CALLED EMBASSY YESTERDAY AND INDICATED THAT YAC PREPARED TO RECEIVE NEW WORLD PROPOSAL REGARDING WETLEASE TWO AIRCRAFT W/CREW BEGINNING APRIL 1, 1976. ADDED THAT YAC PREPARED FURTHER DISCUSS MATTER EITHER IN SANA OR AT OTHER MIDDLE EASTERN OR EUROPEAN SITE.

5. EMBASSY RESPONDED THAT ALTHOUGH WE WERE NOT IN POSITION TO SPEAK FOR WORLD, IT WAS UNDERSTANDING FROM REFTELS THAT WORLD HAD MADE OFFER BUT WAS WILLING CONSIDER YAC COUNTER PROPOSAL. WE FURTHER INDICATED THAT YAC WOULD PROBABLY HAVE TO SEND ITS REPRESENTATIVE TO EUROPE TO MAKE ARRANGEMENTS AND THAT THIS OFFICIAL WOULD HAVE TO BE FULLY EMPOWERED TO NEGOTIATE AND SIGN ON BEHALF YAC.

6. SHAYF LATER CALLED EMBASSY AND REMARKED THAT YEMEN AIR WOULD MAKE COUNTER PROPOSAL TO WORLD AND WAS AGREEABLE TO SENDING REPRESENTATIVE TO EUROPE. STATED HE WOULD LET US KNOW WHEN YAC SENDS COUNTER PROPOSAL WHICH HE INTIMATED WOULD BE IN NEAR FUTURE.

7. COMMENT: HOPE IT WORKS THIS TIME. WE STAND READY TO PASS MESSAGES. KEEP US POSTED.
RANSOM

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